



Retail salespersons

Sell merchandise, such as furniture, motor vehicles, appliances, or apparel to consumers.

Cognitive and mental requirements

The qualifications that workers need to use judgement, make decisions, interact with others, and adapt to changes in jobs.

In 2024, work was controlled by people for 99.1 percent of retail salespersons, and work was self-paced for less than 5 percent.

Table 1. Percentage of retail salespersons with cognitive and mental requirements, 2024

Requirement	Yes	No
Adaptability: Work schedule variability	77.1	22.9
Pace: Pause control	41.7	58.3
Telework	<0.5	>99.5
Work review: Presence of supervisor	74.6	25.4
Work review: Supervising others	1.6	98.4
Working around crowds	<0.5	>99.5

Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

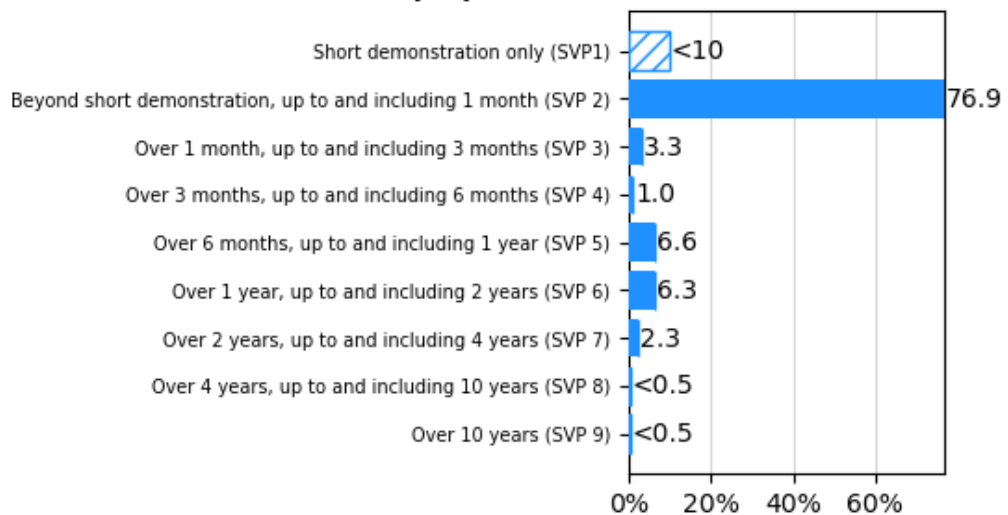
Education, training, and experience requirements

The minimum level of formal education required, credentials necessary, on-the-job training, and prior work experience necessary for average performance in jobs.

In 2024, prior work experience was required for 13.9 percent of retail salespersons and on-the-job training was required for 97.9 percent.

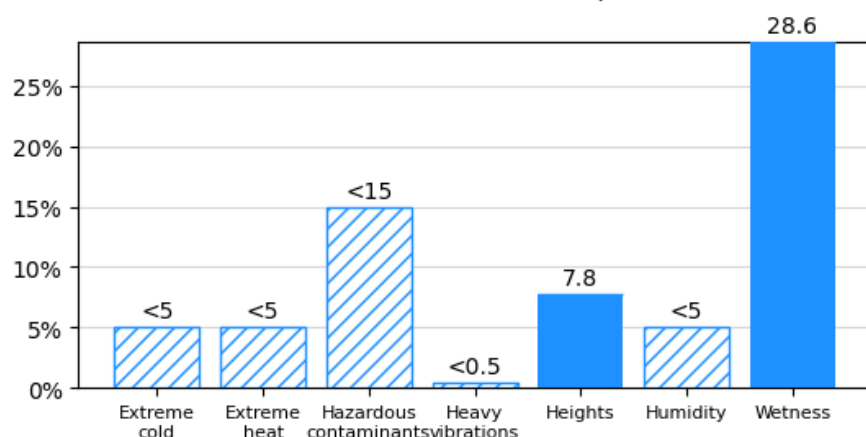
No minimum education was required for 72.1 percent of retail salespersons.

Chart 1. Percentage of retail salespersons by specific vocational preparation (SVP) level, 2024



Note: Striped bars represent range estimates where precise value is unpublished.
Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

Chart 2. Percentage of retail salespersons with exposure to environmental conditions, 2024



Note: Striped bars represent range estimates where precise value is unpublished.
Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

Environmental conditions

The various tangible or concrete hazards or difficulties that are in the vicinity of where jobs' critical tasks are performed.

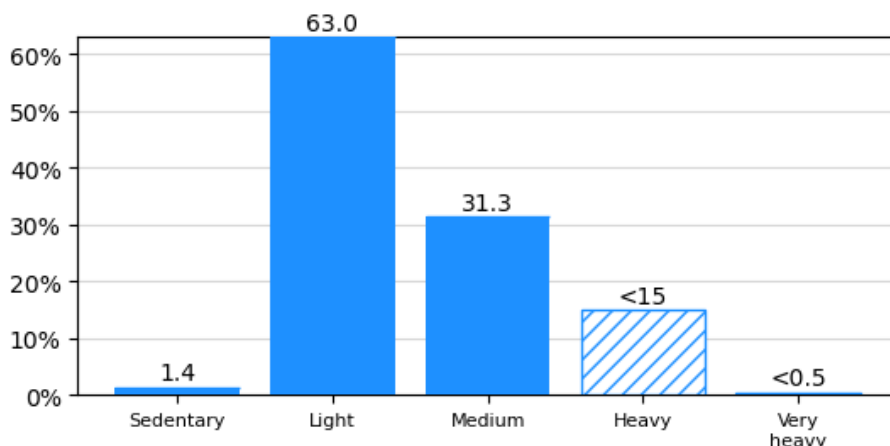
In 2024, a quiet noise exposure was present for 8.7 percent of retail salespersons. Another 90.0 percent were exposed to moderate noise, less than 5 percent were exposed to loud noise, and less than 0.5 percent to very loud noise. Personal protective equipment (PPE) was used by less than 0.5 percent of workers to mitigate noise exposure, and was not used by greater than 99.5 percent.

Physical demands

Refer to the physical activities required to perform tasks in jobs. The presence and, in some cases, duration of these activities are published.

In 2024, reaching at or below the shoulder was required for 89.6 percent of retail salespersons and was not required for 10.4 percent. For 9.5 percent of workers, reaching at or below the shoulder was seldom performed, for 68.6 percent reaching at or below the shoulder occurred occasionally, 11.5 percent frequently, and for less than 0.5 percent reaching at or below the shoulder occurred constantly.

Chart 3. Percentage of retail salespersons by strength level requirements, 2024



Note: Striped bars represent range estimates where precise value is unpublished.
Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

Performing work in low postures was required for 85.0 percent of retail salespersons and was not required for 15.0 percent.

The choice to sit or stand when performing critical tasks was available to 3.5 percent of retail salespersons. On average, workers spent 15.7 percent of the workday sitting and 84.3 percent of the workday standing.

Table 2. Percentage of retail salespersons with physical demands, 2024

Requirement	Yes	No
Choice of sitting or standing	3.5	96.5
Climbing structure-related ramps or stairs	6.2	93.8
Driving	12.7	87.3

Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey